



GOVERNOR'S OFFICE OF BUSINESS
AND ECONOMIC DEVELOPMENT



Edmund G. Brown, Jr
Governor

Panorea Avdis
Director

Will Koch
Chief Deputy Director

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California Competes
Tax Credit Program*

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California Competes Tax Credit Program

Committee Meeting

**Thursday, June 16, 2016
1:30 p.m.**

Department of Food and Agriculture
Auditorium
1220 N Street
Sacramento, CA 95814

And (via teleconference)
Fontana City Hall
Executive Conference Room
8353 Sierra Avenue
Fontana, CA 92335

MEMBERS:

Panorea Avdis, *Chair*
Director
*Governor's Office of Business
and Economic Development*

John Chiang
State Treasurer

Michael Cohen, *Director*
Department of Finance

Denise Zapata, *Appointee of
the Senate Committee on Rules*

Madeline Janis, *Appointee of
the Speaker of the Assembly*

**UPDATE: The California Competes Tax Credit Committee APPROVED the following agreements on
June 16, 2016:**

1. NextEV USA, Inc.
Industry: Automobile Manufacturing
Primary Location(s): San Jose and San Francisco
Net Increase of Full-Time Employees: 917
Investment: \$138,315,000
Amount of Tax Credit: \$10,000,000
Link to Tax Credit Agreement: <http://bit.ly/NextEVUSA>
2. OWB Packers LLC
Industry: Beef Processing
Primary Location(s): Brawley
Net Increase of Full-Time Employees: 605
Investment: \$38,500,000
Amount of Tax Credit: \$6,000,000
Link to Tax Credit Agreement: <http://bit.ly/OWBPackers>



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3. Pabst Brewing Company LLC
Industry: Breweries
Primary Location(s): Northern or Central California
Net Increase of Full-Time Employees: 328
Investment: \$400,000,000
Amount of Tax Credit: \$3,047,500
Link to Tax Credit Agreement: <http://bit.ly/PabstBrewing>

4. GreenPower Motor Company, Inc.
Industry: Electric Bus Manufacturing
Primary Location(s): Porterville
Net Increase of Full-Time Employees: 190
Investment: \$10,950,000
Amount of Tax Credit: \$3,000,000
Link to Tax Credit Agreement: <http://bit.ly/GreenPowerMotorCo>

5. Axis Energy Partners LLC
Industry: Commercial LED Lighting Wholesaler
Primary Location(s): Sacramento
Net Increase of Full-Time Employees: 102
Investment: \$3,430,000
Amount of Tax Credit: \$2,000,000
Link to Tax Credit Agreement: <http://bit.ly/AxisEnergy>

6. Qico, Inc.
Industry: Cremation Equipment Manufacturing
Primary Location(s): San Diego
Net Increase of Full-Time Employees: 80
Investment: \$14,500,000
Amount of Tax Credit: \$1,600,000
Link to Tax Credit Agreement: <http://bit.ly/QicoInc>

7. Triumph Fabrications – San Diego, Inc.
Industry: Aerospace Component Manufacturing
Primary Location(s): El Cajon
Net Increase of Full-Time Employees: 100
Investment: \$12,027,432
Amount of Tax Credit: \$1,500,000
Link to Tax Credit Agreement: <http://bit.ly/TriumphFabrications>



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8. Denso International America, Inc.
Industry: Automotive Parts Manufacturing
Primary Location(s): Long Beach, Murrieta, Vista, and Compton
Net Increase of Full-Time Employees: 48
Investment: \$38,270,500
Amount of Tax Credit: \$1,243,587
Link to Tax Credit Agreement: <http://bit.ly/DensoInternational>

9. Sacramento Venture One LLC
Industry: Data Center Construction and Management
Primary Location(s): McClellan
Net Increase of Full-Time Employees: 58
Investment: \$475,200,000
Amount of Tax Credit: \$1,200,000
Link to Tax Credit Agreement: <http://bit.ly/SacramentoVentureOne>

10. Ancestry.com Operations, Inc.
Industry: Online Genealogy and DNA Services
Primary Location(s): San Francisco
Net Increase of Full-Time Employees: 182
Investment: \$7,400,000
Amount of Tax Credit: \$900,000
Link to Tax Credit Agreement: <http://bit.ly/Ancestrydotcom>

11. King Shock Technology, Inc.
Industry: Automotive Parts Manufacturing
Primary Location(s): Garden Grove
Net Increase of Full-Time Employees: 26
Investment: \$11,485,000
Amount of Tax Credit: \$750,000
Link to Tax Credit Agreement: <http://bit.ly/KingShock>

12. Meriliz Incorporated
Industry: Commercial Printing
Primary Location(s): Sacramento and Richmond
Net Increase of Full-Time Employees: 86
Investment: \$14,000,000
Amount of Tax Credit: \$650,000
Link to Tax Credit Agreement: <http://bit.ly/Meriliz>



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13. Combustion Associates, Inc.
Industry: Industrial Power Generator Manufacturing
Primary Location(s): Corona
Net Increase of Full-Time Employees: 22
Investment: \$500,000
Amount of Tax Credit: \$600,000
Link to Tax Credit Agreement: <http://bit.ly/CombustionAssociates>

14. Deco Enterprises, Inc.
Industry: Electric Lighting Fixture Manufacturing
Primary Location(s): Commerce
Net Increase of Full-Time Employees: 195
Investment: \$6,400,000
Amount of Tax Credit: \$585,000
Link to Tax Credit Agreement: <http://bit.ly/DecoEnterprises>

15. Nieco Corporation
Industry: Restaurant Equipment Manufacturing
Primary Location(s): Windsor
Net Increase of Full-Time Employees: 19
Investment: \$3,643,600
Amount of Tax Credit: \$550,000
Link to Tax Credit Agreement: <http://bit.ly/NiecoCorp>

16. On-Time Air Conditioning & Heating, Inc.
Industry: Heating and Air-Conditioning Services
Primary Location(s): Pleasanton
Net Increase of Full-Time Employees: 98
Investment: \$3,391,250
Amount of Tax Credit: \$500,000
Link to Tax Credit Agreement: <http://bit.ly/OnTimeAC>

17. Precision One Medical, Inc.
Industry: Medical Device Manufacturing
Primary Location(s): Oceanside
Net Increase of Full-Time Employees: 57
Investment: \$6,040,000
Amount of Tax Credit: \$453,751
Link to Tax Credit Agreement: <http://bit.ly/PrecisionOne>



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18. Envoy Group LLC
Industry: Online Marketing and Advertising
Primary Location(s): Irvine
Net Increase of Full-Time Employees: 69
Investment: \$163,400
Amount of Tax Credit: \$450,000
Link to Tax Credit Agreement: <http://bit.ly/EnvoyGroup>
19. Ultimate Formulations, Inc.
Industry: Pharmaceutical Product Development and Manufacturing
Primary Location(s): City of Industry
Net Increase of Full-Time Employees: 35
Investment: \$6,111,000
Amount of Tax Credit: \$450,000
Link to Tax Credit Agreement: <http://bit.ly/UltimeFormulations>
20. Barry Callebaut USA LLC
Industry: Chocolate and Cocoa Product Manufacturing
Primary Location(s): American Canyon
Net Increase of Full-Time Employees: 18
Investment: \$16,954,900
Amount of Tax Credit: \$400,000
Link to Tax Credit Agreement: <http://bit.ly/BarryCallebautUSA>
21. LCPtracker, Inc.
Industry: Software Development
Primary Location(s): Orange
Net Increase of Full-Time Employees: 46
Investment: \$659,000
Amount of Tax Credit: \$330,000
Link to Tax Credit Agreement: <http://bit.ly/LCPtracker>
22. Air Spray U.S.A., Inc.
Industry: Aircraft Refurbishment
Primary Location(s): Chico
Net Increase of Full-Time Employees: 22
Investment: \$24,310,000
Amount of Tax Credit: \$325,000
Link to Tax Credit Agreement: <http://bit.ly/AirSprayUSA>



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23. Pivot Technology Solutions, Ltd.
Industry: Computer Systems Design & Consulting Services
Primary Location(s): Huntington Beach, San Diego, and Santa Clara County
Net Increase of Full-Time Employees: 30
Investment: \$4,140,000
Amount of Tax Credit: \$300,000
Link to Tax Credit Agreement: <http://bit.ly/PivotTechnology>
24. Holland & Bennett Brands LLC
Industry: Beauty Industry Consulting
Primary Location(s): Los Angeles
Net Increase of Full-Time Employees: 77
Investment: \$1,600,000
Amount of Tax Credit: \$297,000
Link to Tax Credit Agreement: <http://bit.ly/HollandandBennett>
25. Green Commuter, Inc.
Industry: Electric Vehicle Shuttle and Car Share Service
Primary Location(s): Los Angeles and Santa Monica
Net Increase of Full-Time Employees: 130
Investment: \$80,000,000
Amount of Tax Credit: \$250,000
Link to Tax Credit Agreement: <http://bit.ly/GreenCommuter>
26. Jinx, Inc.
Industry: Toy and Clothing Design and Manufacturing
Primary Location(s): Poway
Net Increase of Full-Time Employees: 35
Investment: \$157,500
Amount of Tax Credit: \$250,000
Link to Tax Credit Agreement: <http://bit.ly/JinxInc>
27. Pre-Con Products
Industry: Concrete Structure Manufacturing
Primary Location(s): Suisun and Simi Valley
Net Increase of Full-Time Employees: 26
Investment: \$4,000,000
Amount of Tax Credit: \$250,000
Link to Tax Credit Agreement: <http://bit.ly/PreConProducts>



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28. Best Carbide Cutting Tools, Inc.
Industry: Tool Manufacturing
Primary Location(s): Rancho Dominguez
Net Increase of Full-Time Employees: 19
Investment: \$4,247,000
Amount of Tax Credit: \$200,000
Link to Tax Credit Agreement: <http://bit.ly/BestCarbide>
29. Grasp Technologies, Inc.
Industry: Custom Computer Programming Services
Primary Location(s): San Diego
Net Increase of Full-Time Employees: 21
Investment: \$181,000
Amount of Tax Credit: \$180,000
Link to Tax Credit Agreement: <http://bit.ly/GraspTechnologies>
30. OmniUpdate, Inc.
Industry: IT Digital Marketing and Communication Services
Primary Location(s): Camarillo
Net Increase of Full-Time Employees: 56
Investment: \$500,000
Amount of Tax Credit: \$150,000
Link to Tax Credit Agreement: <http://bit.ly/OmniUpdateInc>
31. CleverMade LLC
Industry: Reusable Shopping Bag and Storage Crate Manufacturer
Primary Location(s): Carlsbad and San Diego County
Net Increase of Full-Time Employees: 17
Investment: \$1,792,500
Amount of Tax Credit: \$130,000
Link to Tax Credit Agreement: <http://bit.ly/CleverMade>
32. Brenner-Fiedler & Associates, Inc.
Industry: Industrial Machinery Manufacturing
Primary Location(s): Riverside
Net Increase of Full-Time Employees: 9
Investment: \$208,000
Amount of Tax Credit: \$128,000
Link to Tax Credit Agreement: <http://bit.ly/Brenner-Fiedler>



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33. Hilbers, Inc.
Industry: Commercial and Institutional Building Construction
Primary Location(s): Yuba City
Net Increase of Full-Time Employees: 22
Investment: \$4,375,000
Amount of Tax Credit: \$120,000
Link to Tax Credit Agreement: <http://bit.ly/HilbersInc>
34. Processing Point, Inc.
Industry: Computer Systems Design Services
Primary Location(s): Carlsbad
Net Increase of Full-Time Employees: 65
Investment: \$240,000
Amount of Tax Credit: \$115,000
Link to Tax Credit Agreement: <http://bit.ly/ProcessingPoint>
35. Inspec Testing, Inc.
Industry: Engineering Services
Primary Location(s): National City and Vallejo
Net Increase of Full-Time Employees: 12
Investment: \$500,000
Amount of Tax Credit: \$110,000
Link to Tax Credit Agreement: <http://bit.ly/InspecTesting>
36. Topsy Elves LLC
Industry: Clothing Manufacturing
Primary Location(s): San Diego
Net Increase of Full-Time Employees: 35
Investment: \$400,415
Amount of Tax Credit: \$100,000
Link to Tax Credit Agreement: <http://bit.ly/TopsyElvesLLC>
37. Two Q, Inc.
Industry: Online Marketing and Advertising
Primary Location(s): Fresno
Net Increase of Full-Time Employees: 12
Investment: \$105,800
Amount of Tax Credit: \$100,000
Link to Tax Credit Agreement: <http://bit.ly/TwoQInc>



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38. Dave's Gourmet, Inc.
Industry: Food Manufacturing
Primary Location(s): San Francisco
Net Increase of Full-Time Employees: 7
Investment: \$825,000
Amount of Tax Credit: \$99,000
Link to Tax Credit Agreement: <http://bit.ly/DavesGourmet>
39. Opti-Fit International, Inc.
Industry: Health and Fitness Center Business Management Services
Primary Location(s): Rancho Cordova and Folsom
Net Increase of Full-Time Employees: 9
Investment: \$505,000
Amount of Tax Credit: \$90,000
Link to Tax Credit Agreement: <http://bit.ly/OptiFitInternational>
40. Waterfi LLC
Industry: Audio and Video Equipment Manufacturing
Primary Location(s): San Diego
Net Increase of Full-Time Employees: 7
Investment: \$95,000
Amount of Tax Credit: \$75,000
Link to Tax Credit Agreement: <http://bit.ly/Waterfi>
41. Airgas Specialty Products, Inc.
Industry: Industrial Gas Manufacturing
Primary Location(s): Hanford
Net Increase of Full-Time Employees: 19
Investment: \$3,150,000
Amount of Tax Credit: \$70,000
Link to Tax Credit Agreement: <http://bit.ly/AirgasSpecialty>
42. Telcion Communications Group
Industry: Telecommunications Consulting Services
Primary Location(s): Turlock
Net Increase of Full-Time Employees: 14
Investment: \$270,000
Amount of Tax Credit: \$60,000
Link to Tax Credit Agreement: <http://bit.ly/Telcion>



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43. Repsco, Inc.
Industry: Logistics and Storage Component Manufacturing
Primary Location(s): Modesto and Riverbank
Net Increase of Full-Time Employees: 27
Investment: \$1,850,000
Amount of Tax Credit: \$50,000
Link to Tax Credit Agreement: <http://bit.ly/Repsco>
44. MondayCall LLC
Industry: Custom Computer Programming Services
Primary Location(s): San Francisco
Net Increase of Full-Time Employees: 10
Investment: \$25,000
Amount of Tax Credit: \$30,000
Link to Tax Credit Agreement: <http://bit.ly/MondayCallLLC>
45. Interra Energy, Inc.
Industry: Biofuel and Fertilizer Manufacturing
Primary Location(s): National City
Net Increase of Full-Time Employees: 74
Investment: \$26,840,000
Amount of Tax Credit: \$2,000,000
Link to Tax Credit Agreement: <http://bit.ly/InterraEnergy>
46. Diamond Foundry, Inc.
Industry: Gemstone Manufacturing
Primary Location(s): San Carlos
Net Increase of Full-Time Employees: 19
Investment: \$5,230,000
Amount of Tax Credit: \$500,000
Link to Tax Credit Agreement: <http://bit.ly/DiamondFoundry>
47. Vets 4 You, Inc.
Industry: Plumbing, Heating, and Air-Conditioning Services
Primary Location(s): Oceanside
Net Increase of Full-Time Employees: 16
Investment: \$523,500
Amount of Tax Credit: \$400,000
Link to Tax Credit Agreement: <http://bit.ly/Vets4You>



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48. Pacific Pharmaceuticals USA, Inc.
Industry: Pharmaceutical Product Development & Manufacturing
Primary Location(s): Rancho Cucamonga
Net Increase of Full-Time Employees: 14
Investment: \$6,129,150
Amount of Tax Credit: \$400,000
Link to Tax Credit Agreement: <http://bit.ly/PacificPharmaceuticals>
49. Brown Bear Digital, Inc.
Industry: IT Digital Marketing Consulting Services
Primary Location(s): Solana Beach
Net Increase of Full-Time Employees: 7
Investment: \$267,695
Amount of Tax Credit: \$200,000
Link to Tax Credit Agreement: <http://bit.ly/BrownBearDigital>
50. Lean Technology Corporation
Industry: Electrical Engineering
Primary Location(s): Irvine
Net Increase of Full-Time Employees: 6
Investment: \$2,000,000
Amount of Tax Credit: \$150,000
Link to Tax Credit Agreement: <http://bit.ly/LeanTechnology>
51. 34 Strong, Inc.
Industry: Management Consulting Services
Primary Location(s): Sacramento
Net Increase of Full-Time Employees: 7
Investment: \$60,000
Amount of Tax Credit: \$140,000
Link to Tax Credit Agreement: <http://bit.ly/34Strong>
52. EIII, CA, Incorporated
Industry: Energy Efficiency Consulting Services
Primary Location(s): Sacramento and Los Angeles
Net Increase of Full-Time Employees: 9
Investment: \$297,000
Amount of Tax Credit: \$140,000
Link to Tax Credit Agreement: <http://bit.ly/EIIICALnc>



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53. Revolutions Naturopathic Medical Solutions, Inc.
Industry: Naturopathic Health Care
Primary Location(s): Roseville
Net Increase of Full-Time Employees: 8
Investment: \$221,000
Amount of Tax Credit: \$100,000
Link to Tax Credit Agreement: <http://bit.ly/RevolutionsNaturopathic>
54. Axiom Technologies LLC
Industry: Information Technology Services
Primary Location(s): Vacaville
Net Increase of Full-Time Employees: 8
Investment: \$0
Amount of Tax Credit: \$100,000
Link to Tax Credit Agreement: <http://bit.ly/AxiomTechnologies>
55. Trusted American Insurance Agency, Inc.
Industry: Insurance Agencies and Brokerages
Primary Location(s): Roseville and Rocklin
Net Increase of Full-Time Employees: 23
Investment: \$414,100
Amount of Tax Credit: \$98,000
Link to Tax Credit Agreement: <http://bit.ly/TrustedAmerican>
56. Food For Fitness LLC
Industry: Nutrition/Health Food Preparation and Consulting
Primary Location(s): Carmichael
Net Increase of Full-Time Employees: 9
Investment: \$90,000
Amount of Tax Credit: \$80,000
Link to Tax Credit Agreement: <http://bit.ly/FoodForFitness>
57. The TALK Team, Inc.
Industry: Speech Therapy Services
Primary Location(s): Fresno
Net Increase of Full-Time Employees: 13
Investment: \$238,500
Amount of Tax Credit: \$75,000
Link to Tax Credit Agreement: <http://bit.ly/TheTalkTeam>



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58. Technicate Solutions, Inc.
Industry: Custom Computer Programming Services
Primary Location(s): Rancho Cordova
Net Increase of Full-Time Employees: 9
Investment: \$210,000
Amount of Tax Credit: \$75,000
Link to Tax Credit Agreement: <http://bit.ly/Technicate>
59. Just Say Music
Industry: Musical Instrument Instruction and Repair Services
Primary Location(s): Sacramento
Net Increase of Full-Time Employees: 4
Investment: \$1,700,000
Amount of Tax Credit: \$60,000
Link to Tax Credit Agreement: <http://bit.ly/JustSayMusic>
60. Datacate, Inc.
Industry: Information Technology Consulting & Data Center Management
Primary Location(s): Rancho Cordova
Net Increase of Full-Time Employees: 8
Investment: \$365,000
Amount of Tax Credit: \$60,000
Link to Tax Credit Agreement: <http://bit.ly/Datacate>
61. Nick A. Weber
Industry: Financial Planning Services
Primary Location(s): Folsom
Net Increase of Full-Time Employees: 2
Investment: \$145,000
Amount of Tax Credit: \$50,000
Link to Tax Credit Agreement: <http://bit.ly/NickAWeber>
62. Physiologic Instruments, Inc.
Industry: Medical Instrument Manufacturing
Primary Location(s): San Diego
Net Increase of Full-Time Employees: 2
Investment: \$180,000
Amount of Tax Credit: \$50,000
Link to Tax Credit Agreement: <http://bit.ly/PhysiologicInstruments>



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63. LMP Software LLC
Industry: Software Development
Primary Location(s): Woodland Hills
Net Increase of Full-Time Employees: 3
Investment: \$0
Amount of Tax Credit: \$42,750
Link to Tax Credit Agreement: <http://bit.ly/LMPSoftware>
64. Stage One Financial LLC
Industry: Accounting Services
Primary Location(s): Anaheim
Net Increase of Full-Time Employees: 10
Investment: \$35,000
Amount of Tax Credit: \$30,000
Link to Tax Credit Agreement: <http://bit.ly/StageOneFinancial>
65. Agilis Group, Inc.
Industry: Healthcare Information Technology Services
Primary Location(s): San Diego
Net Increase of Full-Time Employees: 17
Investment: \$113,000
Amount of Tax Credit: \$28,000
Link to Tax Credit Agreement: <http://bit.ly/AgilisGroup>
66. G.L. Anderson Insurance Services, Inc.
Industry: Insurance Agencies and Brokerages
Primary Location(s): Folsom
Net Increase of Full-Time Employees: 3
Investment: \$25,000
Amount of Tax Credit: \$25,000
Link to Tax Credit Agreement: <http://bit.ly/GLAnderson>
67. SMT, Inc.
Industry: Translation and Interpretation Services
Primary Location(s): Sacramento
Net Increase of Full-Time Employees: 2
Investment: \$20,000
Amount of Tax Credit: \$20,000
Link to Tax Credit Agreement: <http://bit.ly/SMTIncorporated>



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The California Competes Tax Credit Committee also APPROVED the following recommendations for California Competes Tax Credit agreement termination and credit recapture on June 16, 2016:

1. International Business Machines Corporation
Industry: Information Technology Services
Primary Location(s): San Francisco
Amount of Tax Credit Awarded: \$1,500,000
Amount of Tax Credit to be Recaptured: \$1,500,000
Link to Tax Credit Agreement to be Terminated: <http://bit.ly/IBMCorp>

2. K Tech Telecommunications, Inc.
Industry: Broadcasting and Wireless Communications Equipment Manufacturing
Primary Location(s): Valencia
Amount of Tax Credit Awarded: \$100,000
Amount of Tax Credit to be Recaptured: \$100,000
Link to Tax Credit Agreement to be Terminated: <http://bit.ly/KTechTelecommunications>

3. Delta Hi-Tech, Inc.
Industry: CNC Machining
Primary Location(s): Chatsworth
Amount of Tax Credit Awarded: \$20,000
Amount of Tax Credit to be Recaptured: \$20,000
Link to Tax Credit Agreement to be Terminated: <http://bit.ly/deltahitech>